JANUARY 1992 · A CAHNERS PUBLICATION

SECURITY

FOR BUYERS OF PRODUCTS, SYSTEMS AND SERVICES

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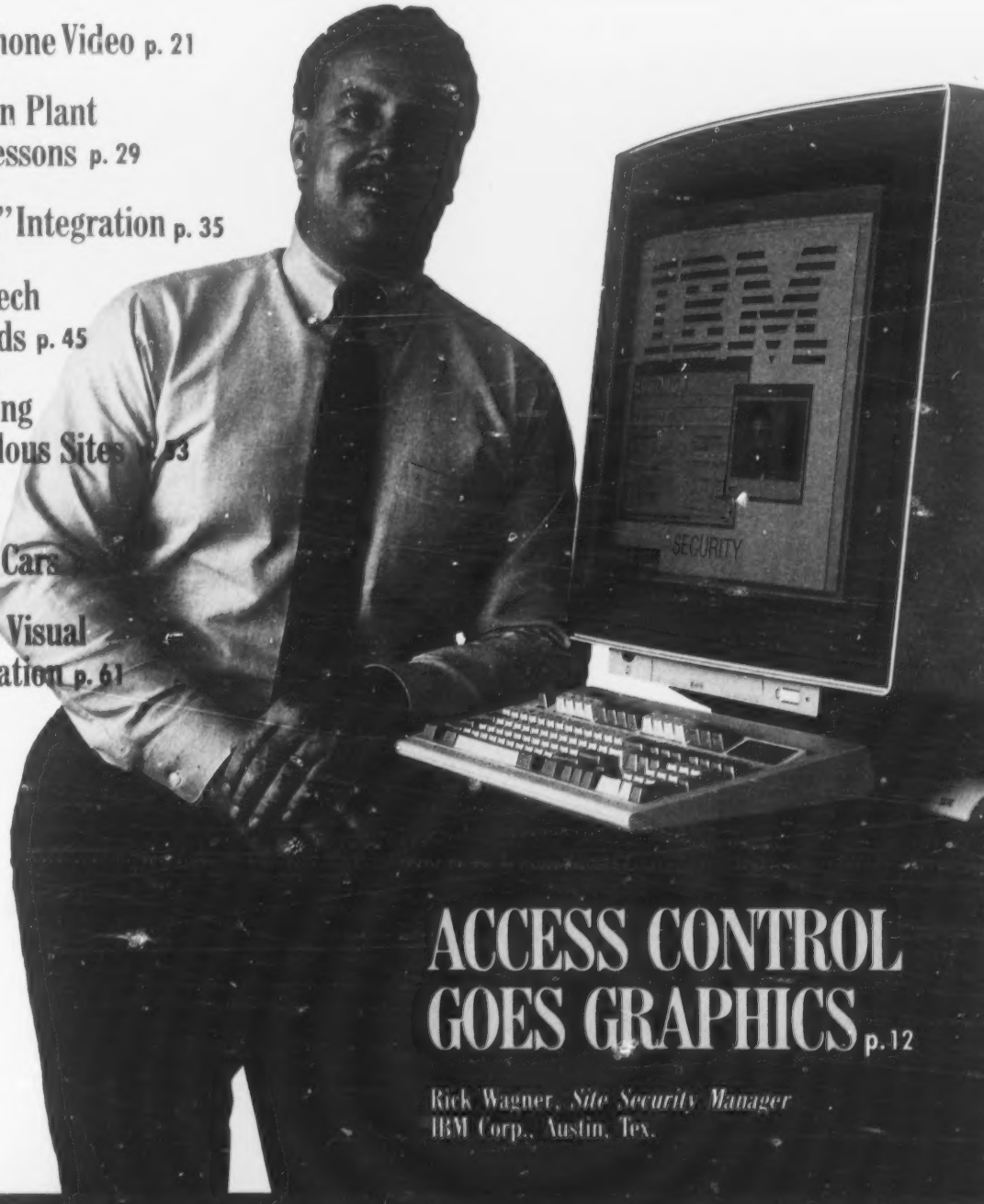

ACCESS CONTROL GOES GRAPHICS p. 12

Rick Wagner, *Site Security Manager*
IBM Corp., Austin, Tex.

JANUARY 1992/A CAHNERS PUBLICATION

SECURITY

FOR BUYERS OF PRODUCTS, SYSTEMS AND SERVICES

VOLUME 29 NUMBER 1

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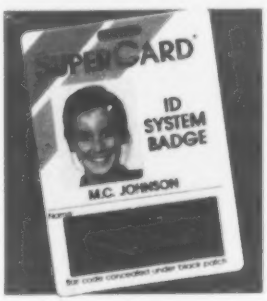
On the Cover: Rick Wagner, site security manager, IBM Corp., Austin, Tex., sees value in systems that use operator-helpful icons. **12**

Robot Research's RVS 3000 TX proves what faster telephone line video technology can do. **21**



Dual-tech photo identification cards may need extra protection, including a mask over the bar code. **45**

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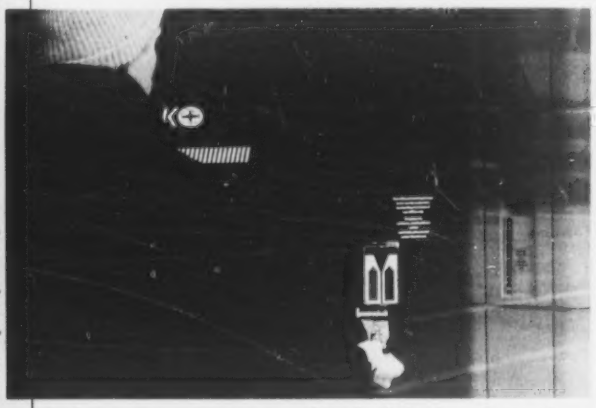
Reports and incidents that impact asset protection.

U.S. ATM Rules Pushed



Bank security executives are pushing for federal regulation of security at ATMs around the country.

A California law, which mandates safer lighting and parking at ATMs, security awareness correspondence with bank customers and better security design and landscaping for new installations, will probably spread nationwide.

In addition to the proposed standards for ATM security, the federal government has already taken safety, access and security steps that affect ATMs through provisions of the Americans With Disabilities Act and a revised Regulation P from the Federal Reserve.

Congress, with the encouragement of security and ATM service officials at financial institutions, is now considering embracing concepts of the California law which, since being enacted a year ago, gives finanical institutions until mid-1993 to comply with the new security regulations. According to SECURITY Magazine sources, the need to quickly smother more stringent local ordinances with a national blanket is another reason financial institutions are supporting federal requirements

While initially low, crime in and around ATMs has increased with installed units. ■

IRS Caught Unshredding Tax Payer Garbage

Shredding documents before throwing them away privacy-protects them from investigators, a Boston U.S. District Court ruled in early November. The ruling involves a bookkeeper charged with IRS fraud.

In mid-1989, Alan Scott, a convicted tax evader, was indicted on federal charges of filing fraudulent IRS claims after government investigators seized and "painstakingly reconstructed" trash Scott had shredded and thrown out, according to court testimony. Using these reconstructed documents, the government received a warrant to search and seize evidence at Scott's home.

However, U.S. District Judge Joseph Tauro ruled that, by shredding the documents, Scott assumed the action protected his right of privacy. Tauro dismissed consideration of the reconstructed documents and held invalid the search warrant.

SECURITY Magazine sources indicate "it's likely the U.S. Attorney will appeal the ruling in a law enforcement context." ■

Tech Advances At ISC West

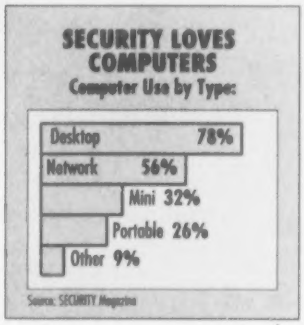
ISC West will draw thousands to the Las Vegas exhibit and conference.

The International Security Conference and Exposition West (ISC West '92) is February 11 to 13 in Las Vegas, Nev. There will be an exhibit and education sessions.

Contact Dianna Duehr Smoljan at (708) 390-2462 or write Cahners Exposition Group, 1350 E. Touhy Ave., Des Plaines, Ill. 60018. ■

IN BRIEF

Pinkerton Acquires British Firm — Pinkerton Security and Investigation Services of Van Nuys, Calif., has acquiried Argus Shield Security in the United Kingdom. Since Argus Shield primarily offers security officers, Pinkerton will add services including background checks, pre-employment applicant checks, surveillance and undercover operations. ☐ **Surveillance, Monitoring to Exceed $3 Billion by 1995** — This security industry segment is projected to grow nine percent annually through 1995 to $3.3 billion. Growth leaders: electronic article surveillance (EAS) in retail and institutions; bomb and metal detectors by airports and industrial facilities; and vigorous export demand, according to The Freedonia Group, Cleveland. ☐ **Withdrawing Money from ATMs** — James "Junkyard" Anthony of Fawn Township, Penn., was sentenced to 26 months in jail for ramming and then scooping up an ATM with a front-end loader. Anthony and an accomplice used a cutting torch to crack the ATM, but burned up most of the almost $17,000 inside. ATM crime, overall, is on the upswing.



Stand-alone and networked computers are security tools.

Optical Turnstile Tracks Plant Safety

Hoechst Celanese takes employee safety and accountability seriously.

In fact, the Dallas-based chemical manufacturer has a name for a large segment of its safety program at its Pampa, Tex. plant: The Personnel Accountability System, or PAS.

The plant's PAS features an access control package which includes traditional and optical turnstiles, vertical gates and Wiegand card technology.

The installation meets two objectives: First, it tracks employee movement into and out of the plant; second, it provides security.

"The people here are very interested in being accounted for," says Charles Williams, senior project engineer. "Our employees want someone to know if they're in the plant just in case."

Security and other authorized personnel know which employees are in the plant at all times. An optical turnstile controls access in the corridor which connects the plant and administration building. Employees who enter or exit the plant must walk through an optical turnstile from F Systems, Bastrop, Texas. Two of the campus' 35 Wiegand swipe card readers are installed here. Anti-passback enforces card use. The system will print a "head count" listing if needed.

The C-CURESystem 1 Plus from Software House, Cambridge, Mass., is the backbone of the PAS. CCTV cameras from Vicon, Melville, N.Y. and intercoms from Bogen Communications, Ramsey, N.J. help officers control access to the administration building and to the security, safety and truckers building with its system controls.

Schiff & Associates, Bastrop, Texas, a security engineering and planning company, designed the installation. ■

For More Information

Bogen Communications	Circle 14
F Systems	Circle 15
Schiff & Associates	Circle 16
Software House	Circle 17
Vicon	Circle 18

This dual-direction optical turnstile controls access between the plant and offices. Employees use Wiegand access cards, too.

Large Industrial Facilities Find T&A More Useful than Clocks

Time and attendance (T&A) is especially gaining popularity among large firms with hourly workers.

"The larger the employee base, the faster the payback," says Doug Angelone of ASA International, Westborough, Mass. ASA's ShopKeeper Time and Attendance, for example, captures transactions for the C-CURESystem 1 Plus from Software House, Cambridge, Mass.

Access software can immediately log arrival and departure times when workers use PINs or cards. "It replaces the need for the people who collect the cards and enter data into the payroll system.," Angelone says.

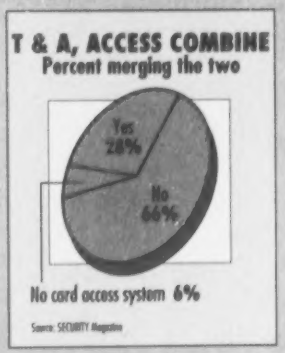
Jim Vinson, sales manager, Northern Computers, Milwaukee, says T&A can verify employee honesty. "Supervisors are concerned that workers are punching-in for each other at the time clock," Vinson says. "If you combine T&A with access control, you can compare this data to what's on time cards." Northern Computer's PC-PAK Software includes T&A; users determine parameters for break and lunch pay reductions and shift differentials.

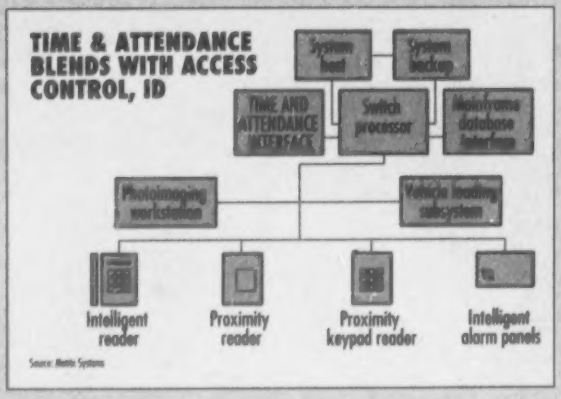
At U.S. Steel's Gary, Ind. facility, wage workers use magnetic cards or PINs for access and to punch in. Using T&A from Matrix Systems, Dayton, Ohio, transactions at the Gary facility are logged at Pittsburgh national headquarters.

T&A comes standard with many newer access systems. The Sitewatch 50 from Thorn Automated Systems, Westlake, Ohio, coordinates time and attendance with light, HVAC and energy management control. The modular Series 2000 Time Recording System from Accu-Time Systems (ATS), Ellington, Conn., supports keypad, bar code or magnetic stripe and interfaces RS232 or RS485 to existing systems. ■

For More Information

ASA Intl.	Circle 19
ATS	Circle 20
Matrix	Circle 21
Northern	Circle 22
Software House	Circle 23
Thorn	Circle 24





Programmable Pan/Tilt Delivers Coverage for Fed Ex

Not long ago, touch-screen computers were dismissed as little more than trendy electronic novelties. Today, however, particularly in CCTV applications, the technology is enjoying renewed interest as an interactive and user-friendly means of system operation.

Jim Anderson is inclined to agree. Anderson, manager of communications/security for Federal Express in Memphis, Tenn., has been using such a system with his Lectrolarm Custom Systems programmable pan/tilt cameras. As far as Anderson is concerned, touch-screen technology is no flash in the pan.

Touch and Go

"It's really cutting-edge," Anderson says. "We've got a base of 20-odd monitors, plus camera applications hooked up through our touch-screen, and it's just great."

The system, Guardian 2000, from Memphis-based Lectrolarm, features a customized menu screen with a user-defined graphic layout of control touch points. From this menu screen, an operator can manage information retrieval or link up to other applications, such as AutoCad-generated site displays, 64 point alarm display and access to textual databases.

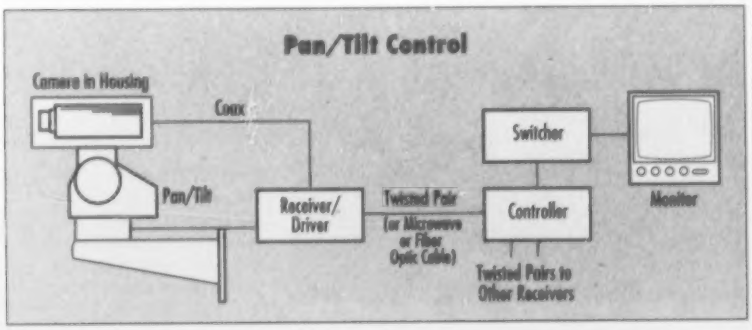
The Guardian also supports manually-operated or fixed cameras, as well as pan/tilt devices. Federal Express currently uses Lectrolarm's Spector pan/tilt, which boasts a programmable onboard computer, 40 patterns of viewing, three pan speeds and two tilt speeds. Each viewing area can be programmed to include vertical and horizontal positions and speeds, dwell time, lens zoom and iris settings. The Spector also has a set of alert positions, allowing users to override programmed movement. According to Bill Smith, president of Lectrolarm, the Guardian touch-screen system easily supports all of these capabilities.

The Lectrolarm system at Federal Express gives Jim Anderson pan/tilt security at the touch of a screen.

Hands-On Management

"The Guardian makes it very easy to select, control and manage CCTV or the rest of your security system," Smith says. "You can design a menu that lists all of your cameras. When you want to pull one up onto your main monitor, you just touch the button on the screen that corresponds to the camera you want. You can pull up manuals and do troubleshooting or remote operation. It's all one touch away from your main menu. Operating the touch-screen requires very little training. It's intuitively obvious; you can flip through screens to find exactly what you need."

Ease of use was certainly a factor for Federal Express, Anderson says, considering the size of the Memphis site and corresponding need



Although actual layouts differ from site to site, this schematic provides a typical configuration for a pan/tilt system.

for a manageable system.

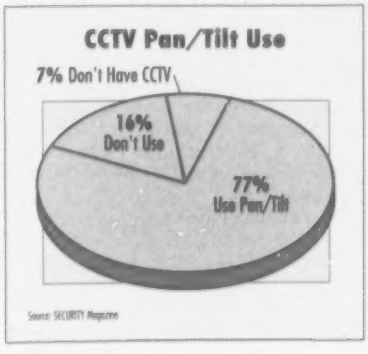
"We've got a rather large complex out here," Anderson says. "There's some 5,000 employees, and all of our buildings are interconnected. To maximize the use of our video system, we mounted our pan/tilts on parapets around the complex, along with some internal applications. With all of this technology going for us, we had to have something central and convenient to handle it." — *Stephen C. George* ■

For More Information

Lectrolarm	
Custom Systems Inc.	Circle 41

Other Pan/tilt Manufacturers Include:

Burle Industries	Circle 42
Cohu Inc.	Circle 43
Diamond Electronics	Circle 44
Diebold Inc.	Circle 45
Ikegami Electronics	Circle 46
Javelin	Circle 47
Northern Computers	Circle 48
Pelco Sales Inc.	Circle 49
Robot Research	Circle 50
Vicon Industries	Circle 51
Videolarm Inc.	Circle 52



Programmable or otherwise, for most businesses with CCTV systems, pan/tilt mechanisms are the norm.

Faster Phone Line Grabs Video from Remote Sites

When it comes to security, convenience stores have gained a bad reputation — one that is often unearned.

Companies like Crown Central Petroleum, however, have taken steps towards turning that reputation around. The Baltimore-based company, which operates hundreds of convenience stores and gas stations across the eastern U.S., recently acquired a remote security system that transmits video images through high speed phone lines, and offers a new level of service and safety for customers and clerks alike.

A Matter of Convenience

"We wanted the latest in computer-driven technology and the ability to upgrade as the technology expands," says William D. Campbell, Crown Central's manager of corporate security. "Eventually, we looked into building our own system."

Crown Central chose an interactive audio/video system which is installed in the company's Fast Fare and Zippy Mart convenience stores, and linked to a remote station where Crown Central's "intervention specialists" can monitor several locations across the country.

To accomplish reliable remote transmitting of audio and video signals, Crown Central uses the RVS3000, manufactured by Robot Research, San Diego. Robot Research, which has been manufacturing phoneline video surveillance systems for the past 16 years, uses standard voice-grade telephone lines to transmit high quality video images and other information, including time, date, camera ID, alarm and relay status, as well as a site ID number.

In more comprehensive applications, Robot Research's surveillance system handles more than video: it can be configured to activate other devices from the receiver location, such as lights or electronic door or gate locks.

Under Surveillance

"It's kind of a dream for a security guy," Campbell says. "The system can act as a deterrent to criminal activity, and allow us to notify law enforcement if a crime occurs. Secondly, it's a management system, allowing us to be in visual communication with our employees."

As such, the system can be used for employee surveillance, a function that recent government legislation —specifically, H.R. 1218 and S. 516 —might curtail. "We've been watching developments very closely," Campbell says. "In any event, we don't intend to use the system in a 'Big Brother' sort of way." Indeed, as Campbell explains, all stores that use the system — 25 so far —also post signs indicating live audio and video monitoring. Plus, employees can see when remote surveillance occurs, thanks to a light on the operation console.

"But we don't get the sense that em-

Robot Research's RVS3000 helped make Crown Central Petroleum's dream security system a reality.

ployees feel at all threatened by it," Campbell says. "In fact, most of them feel safer knowing the system is in place, and ready to help." As Campbell explains, store workers can alert the monitoring station by pressing an emergency activation switch at the cash register, or by a remote switch that clerks can carry. Crown Central expects to have 100 stores on the system by March, 1992. — *Stephen C. George* ■

For More Information

Robot Research	Circle 53

Stiff Penalties Extinguish Halon's Appeal

A longtime favorite among facilities managers, data processing managers and others, Halon's days are numbered.

Halon — known for its ability to extinguish electrical fires and then evaporate — eliminates exhausting cleanups. It also depletes the ozone layer.

Legislation's Impact

The Montreal Protocol, an international agreement, phases out Halon and chloroflourocarbons (CFCs) by 2000. Halon hand-held extinguishers — which contain Halon 1211 — are already banned in Canada.

"We're seeing a drastic reduction in the consumption of Halon," says Mark Conroy, fire protection engineer, National Fire Protection Association (NFPA), Quincy, Mass. "Most firms will continue to use Halon for computer rooms. Companies which are especially PR-conscious will not buy it at all."

So what will they buy? Great Lakes, 3M and Du Pont are among manufacturers working on alternatives.

End User Input Encouraged

Concerned end users who join the non-profit Halon Alternatives Research Corp. (HARC), Washington, D.C. can help develop Halon alternatives that will meet their needs. HARC promotes alternative-related research and is an information clearinghouse. Fike Corp., Blue Springs, Mo., publishes a brochure about Halon's impact on fire protection strategies.

The 1990 Clean Air Act restricts Halon production. The 1989 Omnibus Budget Act imposes Halon excise taxes.

— *Brenda Moss* ■

HALON CUTBACKS, TAXES DETER USERS

1990 CLEAN AIR ACT

Percentage of 1986 amount allowed	
1992	80%
1993	75%
1995	50%
1997	15%
2000	0

Halon production is banned in 2000.

TAXES PER POUND OF HALON*

	Halon 1211	Halon 1301
1992	.25	.25
1994	$7.95	$26.50
1999	$14.70	$49

* Portable extinguishers use Halon 1211. Fixed systems use Halon 1311.

Source: National Fire Protection Association

Taxes hike Halon prices through 1999.

For More Information

Fike Corp.	Circle 87
HARC	Circle 88
NFPA	Circle 89

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For information circle 400

obstacle is bringing together computer, telecommunications and security executives at the banks," according to Adams.

Backups In Place

Another integration fear: putting "all your eggs in one basket" by bringing together transaction and security systems. Adams and others believe banks are ahead of many. "Beyond the protection of distributed processing, there's redundant processing," says Adams, of mirror-image systems that automatically backup primary ones.

Among popular integrated applications in financial institutions: more alarm monitoring and control; access control; some time and attendance; ATM security; and audit-trail access to individual transaction processing machines. "Imaging also is hot," adds Adams.

"The technology is available. If there's an alarm at a certain site, the bank can send images of the trouble-maker over the same data network to alert other branches, for example." ■

For More Information
Diebold Circle 108

Hammer Museum Hardens Integrated Monitoring

State-of-the-art is on display at the Armand Hammer Museum of Art and Cultural Center in Los Angeles. An integrated security system includes intrusion, CCTV surveillance and card access control as well as on-site and multi-remote site monitoring.

With the growing number of art thefts — especially in museums where art is available to the public — security was a major consideration for the 79,000 square foot Hammer Museum, which opened in November 1990.

Day and Night Threats

The system has access and secure modes to monitor differently when the museum is open and closed. "During the day, our concern is vandalism and, strangely enough, unintentional damage to delicate paintings," comments Gary A. Swindell, chief of security at the museum. At night, security locks down — blending monitored surveillance with investigation of alarms and exceptions.

The integrated approach was the design of Florida-based Steven R. Keller & Associates, Inc., which Douglas M. Emery, assistant security manager, describes as the "top museum security firm in the country."

Keller's recommendation: a Mosler COMSEC security monitoring system. Components include several hundred motion detectors and magnetic door contacts, 16 card access readers and 60 video cameras. Most detectors are dual-tech to minimize false alarms.

Overlapping Detector Coverage

The museum, a three-story building with a center open-air courtyard, has roofed promenades on two levels to the galleries, theater and bookstore. Motion detectors and cameras overlap coverage of the lobby, giftshop, bookstore, promenades, corridors and galleries.

Alarms are color coded according to a pre-programmed order of priority. For example, certain detectors have the highest priority.

CCTV covers public areas: walkways, stairs, the lobby, bookstore, gift shop and galleries and other sensitive locations such as the loading dock, entrances to storage and work rooms and the museum office. The cameras are in visitors' full view for deterrent effect.

Real Time and Recorded Video

Monitored at the COMSEC console with a bank of nine-inch screens, some video provides real time views, while others time lapse record. Officers can switch to a 13-inch monitor for greater detail. Multiple VCRs electronically stamp date, time and site location. A "gallery tour" program on the larger

Exploding Technology Spurs Team Buying

It's no secret. In today's economy, security buyers are doing some things differently. It's survival as well as prudence.

SECURITY Magazine commissioned my firm — Martin Security Resources — to find out what is happening in the industry. We conducted mail and telephone surveys as well as face-to-face interviews.

Sam Martin on security systems integration.

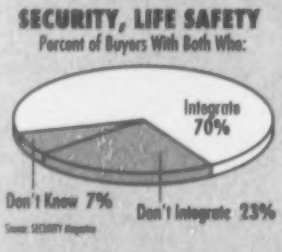
The most dazzling conclusion: Technology has exploded in security. End users use technology to replace shrinking overhead as well as improve their asset protection.

The purchasing decision has shifted dramatically. Rapid change, costly technology and integration all pressure a team approach. Not only are purchasing agents and corporate executives involved, but MIS, facilities management, risk management, legal and finance are now part of the buyer team, too.

Products and systems have also evolved into systems integration.

It's not unique to integrate CCTV, access control and alarms. But the process of integration has expanded into fire protection and facilities control. Still, many security buyers feel compromising department independence with integration is key to getting the new technology they need.

People issues — employee screening and investigations, for example — are important. Yet technology issues are of greater interest because of their constant change. Nearly nine in 10 among those we surveyed expect to increase security expenditures during this decade. While most buyers hold down expenditures in a flat economy, spending will increase as the recovery visualizes. It will continue through the end of the century. *— Sam Martin, president, Martin Security Resources, Duncanville, Tex.* ■



Most buyers integrate — but the definition of integration varies.

more togetherness and less volume.

Sharing Digital Data

Firms can pluck out information and pictures from a video imaging system and then use the data in documents, correspondence and reports.

For example, Data Link Information Solutions of Herndon, Va., has a dossier feature with its EPASS system. With it, users capture all or part of the badge data, including the photo; convert it to a grayscale image; and format the graphical image with additional text into a word processing document. There's other badging links to office tasks.

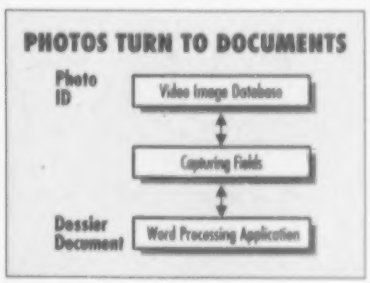
Polaroid offers dossier and FAXing integration with its ID-3000. "The photo's really the first biometric," says Cam Queeno, operational marketing manager for Polaroid's Electronic ID/Security Systems, Cambridge, Mass. "You can consolidate on a keyboard and share information among computer applications."

As with any integration project, software takes on additional importance. "We selected WordPerfect as the dossier interface. . .it's the industry's word processor of choice," says Data Link's President John Yates.

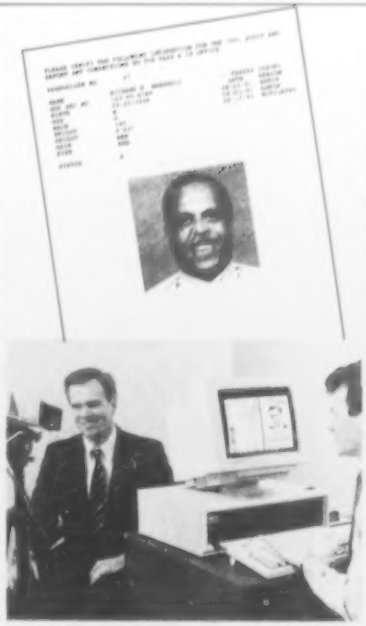
Graphic, Text Differences

Text and pictures are imported in slightly different ways using the new feature. You can select any part of the badge — the entire ID card, photo, signature, logos, etc. — and bring that graphic data into your word processing document. You can also retrieve text information from the data base by entering the text directly, or by using the word processor to add copy after the document is created.

In addition, firms can personalize memos, marketing information and bulletins; produce personnel sheets and photos, either individually or several to a page; add photos to company newsletters; and produce "mug shot" data to accompany pictures. ■



A dossier can be created by using word processing that links to a video imaging data bank.



Video imaging systems create badges and also computer files that can be shared.

For More Information

Data Link	Circle 124
Polaroid	Circle 125

Integrated ID, Access Handle Dueling Mandates

Dueling FAA airport security requirements have created an innovative dual photo ID and access control card feature at the Wilkes-Barre/Scranton International Airport in Pennsylvania.

The dual-tech card is part of integrated electronic security enhancements included in a contract awarded to the Philadelphia office of Electronic Services International (ESI), a New York City-based security systems integrator. The contract, worth nearly $397,000, also covers improvements to an existing CCTV system.

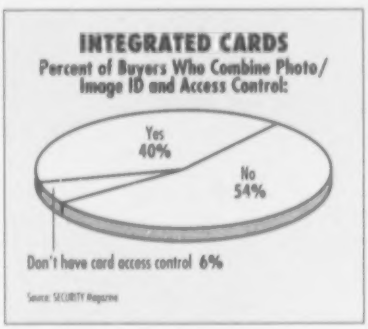
The system will have seven user terminals, one serving as a manager station. A Data Link E-Pass photo image badge system fully integrates with a modular, electronic card access control system, says Steve Guardiani, project manager. Card access has a distributed architecture: DEC Microvax 3100 as host controller, Software House C-Cure 1 Plus operating software, 15 intelligent field devices, 106 magnetic stripe card readers and approximately 60 personal identity number (PIN) keypads. There's also a pager feature to alert officers of alarms while on tour.

The system will control and monitor access of about 5,000 employees, concessionaires, vendors and others.

Meeting Two Mandates

By integrating badging and card access, one card meets two FAA airport security requirements — while maintaining the integrity of each separate data base. As each photo ID is produced, deleted or the holder's schedule changed, the badging system's data base instantly communicates to and updates the card access control data base.

The integration and modularity are a


INTEGRATED CARDS
Percent of Buyers Who Combine Photo/Image ID and Access Control:
Yes 40%
No 54%
Don't have card access control 6%
Source: SECURITY Magazine

Combining a photo with an access technology is catching on with security system buyers.

Mag stripe readers and video imaging ID cards integrate dueling FAA requirements, says Steve Guardiani, project manager.

smaller model of larger systems ESI previously designed and installed at Washington/Dulles International and at Washington National Airports, according to Barry Ginsburg of ESI's Philadelphia office.

Wilkes-Barre/Scranton International is owned and operated by Lackawanna and Luzerne counties. Electronic Services International is a full-service security systems integrator with more than 4,000 systems at airports, government, defense, office and industrial facilities across the nation. ■

For More Information

Electronic Services International (ESI)	Circle 126
Data Link	Circle 127
Software House	Circle 128

Laminex introduces the first security management system to use the popular Microsoft Windows for quick and easy operation. Even for the novice user, ID card design, data retrieval and creation of reports and files can all be easily mastered.

The LMX System has the features and versatility to meet the needs of organizations of all sizes. Our system easily interfaces with LAN and WAN networks, access control and time and attendance systems. The design package offers you color selection, font styles, graphics and text. Picture size and placement are all up to your discretion.

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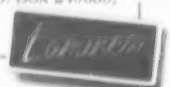

P.O. Box 240655, Charlotte, NC 28224. For the dealer nearest you, 1-800-438-8850

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For information circle 411

Visit ID Tightens

For many businesses — especially industry concerns, research labs and computer centers — visitor security has tightened considerably.

One weak spot: the slim, yet possible, chance that a legitimate visitor pass, if not returned or discarded improperly, can be reused. For paper and photo ID passes, a new generation of self-expiring badges automatically and visibly knocks itself out.

One firm [TEMTEC Inc., Spring Valley, N.Y.; free samples, (800) 628-0022] has recently extended a line of self-voiding plastic and photo ID badges with laminated, photo ID and thermal-printed photo ID badges that automatically void themselves after a day, week or month. The plastic badge shows the word EXPIRED after the specified time.

Contractor personnel and other special visitors present an added threat — contract fraud. Traditional photo ID and newer video imaging systems offer more formalized approaches keyed to individual visitors or contractors. Emerging are visitor ID systems that generate badges but also are able to track visitors and contractors. For example, Professional American Security Systems (PASS), of Wayne, Pa., has a United Kingdom-originated automated visitor pass system that lets the visitor or contractor personnel sign themselves in and then swipe a reader to enter the facility after initial sign-in. ■

For More Information

TEMTEC Inc.	Circle 129
PASS	Circle 130
Video Imaging Systems with potential visitor capability:	
ACIS	Circle 131
Dactek	Circle 132
Data Link	Circle 133
DataCode Systems	Circle 134
DNP America Inc.	Circle 135
Edicon Systems (Kodak)	Circle 136
Gocorp	Circle 137
Goddard Technology	Circle 138
IdentiCard	Circle 139
Imaging Technologies	Circle 140
K&A Industries	Circle 141
Laminex	Circle 142
Loronix Information Systems	Circle 143
Matrix Systems	Circle 144
Monitor Dynamics	Circle 145
Polaroid Corp.	Circle 146
Synergistics Inc.	Circle 147
United States Banknote Co.	Circle 148

Spark-proof Detectors Cover Hazardous Sites

The ultimate challenge for PIRs and other detectors: industrial sites rampant with background noise, filled with EMI and RFI, and home to hazardous places. As a result, companies now want intrinsically safe detectors.

For instance, the Barnes Engineering Division of the EDO Corp., Shelton, Ct., manufactures a PIR, the InfrAlarm "for use in explosive areas," says Robert J. Stetson, Barnes' manager, instruments group. "It's UL-listed and certified as being incapable of storing enough energy to create a spark of sufficient potency to ignite explosive atmospheres."

To prevent RF and electromagnetic false alarms, most companies manufacture detectors with EMI and RFI shielding. For example, Salco Industries protects all detector circuits with four layers of metallic shielding, for maximum RF immunity.

Other features include adjustable sensitivity for sites where background or ambient noise becomes a problem. The Linear Corp., Carlsbad, Calif., features built-in sensitivity with its PIRs, as well as noise-filtering circuits to eliminate transient sounds, including power line interference and "popcorn" noise. ■

For More Information

EDO Corp.	Circle 151
Linear Corp.	Circle 152
Salco Industries	Circle 153

Selected other intrusion sources include:

Ademco	Circle 154
Burle Industries	Circle 155
Honeywell	Circle 156
Mosler	Circle 157

Before Buying
PIRs for Industrial or Hazardous Sites
• Consider type of site and material PIR will be protecting
• Define area or coverage needs
• Decide if the PIR should be intrinsically safe (for potentially explosive atmospheres)
• Determine immunity from false alarm influences (air currents, electrical interference, fluctuating light levels, etc.)

Fiber Optics Free Windows from Bars and Grilles

A new fiber optics window has opened for intrusion protection.

For the past few years, several companies have been manufacturing fiber optic fence sensors or underground, pressure-sensitive fiber optic cables.

Until now, however, few companies have applied the same technology to windows. Volution Inc., a San Diego-based research company, recently patented a window screen with optical fibers woven into the mesh. The screen provides lightweight, high security, while offering an additional aesthetic advantage that's absent with standard security grilles or bars.

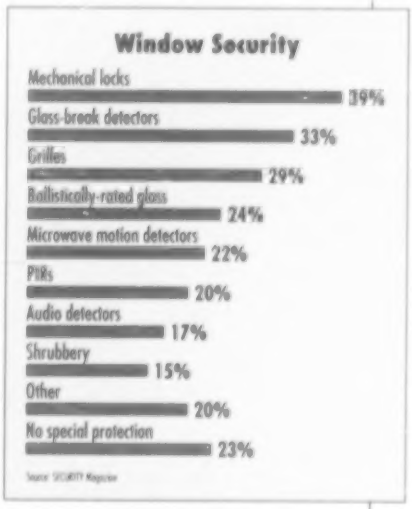
"It's virtually unbeatable," says Gordon Grossman, president of Photonic Alarm Products, Hialeah, Fla., which exclusively markets Volution's screen under the name LiteGuard. "The screen is 100 percent weatherproof and hooks up to any alarm system. Plus, there's no danger of electrical shock."

As Grossman explains, fiber optics channel light, not electricity. When the light running through the fiber is distorted or interrupted by pressure or breakage, an alarm is triggered without any danger of a spark hazard.

At the moment, the screens are still considered high-ticket products. "They're about three times the expense of the average security screen," Grossman says. However, Photonic is currently working on a more cost-effective plastic fiber for use in future screens. — *Stephen C. George* ■

For More Information

Photonic	Circle 158



Mechanical locks topped the list for the types of window security businesses use.

On the Market

Mason & Hanger National Inc., Huntsville, Ala., introduces the FOIDS — Fiber Optic Intelligence and Detection System. Using a single mode fiber optic cable, the system can operate at distances of nearly 40 miles, without amplifiers or repeaters. FOIDS is intrinsically safe, and can protect fences, gates, gates, doors or windows. The cable may also be buried for covert security.

For information circle **159**

FTC Shoves, TRW Falls; Credit Reporting Changes

Pushed by two lawsuits filed by 19 states, the Federal Trade Commission (FTC) shoved TRW Inc. last month. The large credit reporting agency gave in, instituting sweeping changes to the way it does business.

By July, Cleveland-based TRW Information Services will revise its updating procedures to reduce file errors, primarily by using more personal information to search for a correct file. It now provides one free annual credit report to consumers and will charge less for additional copies.

Specific to security needs, the FTC consent degree requires TRW to notify consumers when it issues an adverse credit report for employment purposes.

It's still unclear how the settlement will affect Congressional reform of the Fair Credit Reporting Act or how it will spill over to Equifax and Trans Union, the other two of the largest credit reporting companies.

Mudding the waters is the "hand-me-down" nature of the credit reporting business for security and private investigation needs.

"Employers contract with one of over nine hundred local credit reporting bureaus to get data on job applicants," says Norman Magnuson, public affairs director, Associated Credit Bureaus Inc., Washington, D.C., a trade association of the credit reporting industry. "These bureaus use databases from the major three agencies." ■

For More Information

Associated Credit Bureaus	Circle 201
Equifax	Circle 202
TRW	Circle 203
Trans Union	Circle 204

In Brief

Cocaine-related hospital emergency room visits jumped 15 percent during the first three months of 1991, says the Drug Abuse Warning Network. White House advisers use this figure to measure the nation's progress against drug abuse.

☐ **Pinkerton Security and Investigation Services recently acquired Business Risks International (BRI).** BRI products include the Stanton employee assessment and the IntelliView interview system.

Canine Detectors Sniff Out Illegal Drugs

As drug-related workers' compensation premiums rise, so does private use of drug detection dogs.

Man's best friend is sniffing his or her way around more lockers, employee vehicles and work areas at schools, industrial facilities, post office priority mail bins, defense contractors and other environments.

Gnat, a Makor dog, and handler Jere Rispoli search the mail for drugs at the Hollister, Calif. Post Office.

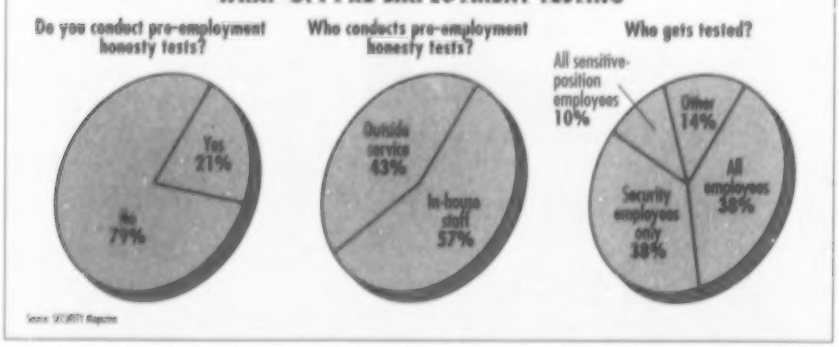
Friendly dogs trained by Makor Detection Dogs, Salinas, Calif., can identify illegal drugs — including cocaine, marijuana and heroin — and assets and cash tainted with drugs. Makor trains its own dogs: "basic training" takes about 2 months; in-the-field, paws-on training takes another month or two. Makor issues a confidential report following every search.

Mark Rispoli, a Makor partner and director of training, encourages potential service buyers to exercise caution when choosing a detection dog service. The National Narcotic Detector Dog Association (NNDDA), Porter, Tex, provides information about legitimate firms. ■

For More Information

Makor Detection Dogs	Circle 205
NNDDA	Circle 206

WRAP-UP: PRE-EMPLOYMENT TESTING



Source: SECURITY Magazine

On average, 21 percent of organizations conduct honesty tests. The number jumps to 30 percent in retail. At institutions, 80 percent conduct honesty tests in-house. In finance, all respondents use an outside service for this testing. Government limits testing to security and sensitive-position employees.

Historical Site Upgrades to Proximity Tour System

Until recently, Mount Vernon's guard tour system was a piece of history in itself.

For the past 50 years, the estate of George Washington in Mount Vernon, Va., used a tour system constructed from Model A and other classic car parts.

"It sounds archaic now, but it was pretty sophisticated a half-century ago," says Frank Duley, Mount Vernon's director of security. "It was a push-button system that the staff built, and we lived with it and used it right up until a few months ago."

Proximity Upgrade

At that time, the historic site became the first U.S. installation to use the state-of-the-art De Prox guard tour system from Deister Electronics, Manassas, Va. The system operates on proximity technology and employs microchip checkpoints — inconspicuous, coin-sized discs — which are placed in strategic areas. Using a hand-held data collector, officers read information — date, time and special event messages —from each checkpoint. The data can then be used for evaluation. Standard office computers generate printouts.

The Mount Vernon estate recently retired its 50-year-old homemade tour system, in favor of the cutting-edge De Prox, which uses proximity technology.

"The silicone microchip at each checkpoint provides information that is read by a radio frequency field emitted from the hand-held data collector," explains Anatoli Stobbe, Deister's president. As a result, the discs can be concealed behind or inside an object without affecting performance. Plus, the system can be used outdoors, as is the case at Mount Vernon.

System Simplicity

"At the moment, all our checkpoints are outside," Duley says. The De Prox system, Duley adds, could easily be expanded just by adding checkpoint discs: One reader wand can store 1,500 readings before it has to be downloaded into the PC-interfaced transfer unit.

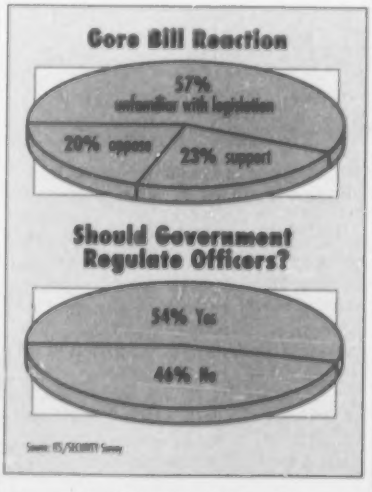
"First and foremost, it's just a very simple system to use," Duley says. "We had to have something that was user-friendly and could be easily incorporated into our security routine. This really fit the bill." — *Stephen C. George* ■

For More Information
Deister Electronics Circle 246

Standards Should Be Regulated, Survey Says

The prospect of impending federal regulations set the tone for the recent ITS/SECURITY Magazine survey, conducted at the 37th Annual American Society for Industrial Security show.

More than 600 security professionals participated in the survey, 57 percent of whom were unfamiliar with Senator Gore's S.1258 bill, which outlines specific federal regulations on the hiring of private security officers. Among respondents, however, 54 percent indicate



The recent ITS/SECURITY Magazine survey yielded some interesting results, particularly on questions of federal regulation.

they favor some form of government regulation. Seventy-four percent believe that more regulation in the private industry is inevitable.

International Total Services (ITS), a survey partner, provides contract security nationwide in 125 cities. ■

For More Information
International Total Services Circle 247

Consultants Push Standardized Officer Contract

Dennis Dalton considers himself "quality-driven."

Founder of his own company — the Fremont, Calif.-based Dalton Affiliates, Ltd. — and one-time recipient of SECURITY Magazine's Executive Achievement Award, Dalton has continued his

Dennis Dalton drafted an officer contract that promises to be an industry standard.

pursuit of excellence by drafting a comprehensive, standardized security officer contract manual *Managing Contract Security Services, A Business Approach*, which the International Association of Professional Security Consultants has endorsed.

"The objective in this was to get rid of that old standard which I think, personally, was bogging everyone down," Dalton says. "The manual is more than a contract, it's a business plan that ought to be considered in proprietary and contract security."

The 143-page manual is divided into six sections, covering everything from handling the bidding process to managing a contract security conversion. Dalton also includes helpful charts and sample documents outlining contingency plans, request for proposal packages and, of course, the contract itself.

I'm trying to create a standard for the industry," Dalton says. "One that's not based on a low-bid mentality. One that's quality-driven." ■

For More Information

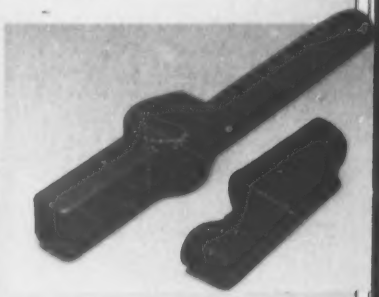
Officer Standards Manual	Circle 248
Dalton Affiliates, Ltd.	Circle 249
IAPSC	Circle 250

On the Market

The DYEWitness from **Pure Life Products** will turn security threats green. The device is a hand-held spray cannister for protection and identification. When used properly, the DYEWitness emits a 70-pound blast of green dye, which becomes a thick, debilitating foam in the space of seconds.

The dye, while not permanently harmful, will not fade for several days, making identification of suspects that much easier.

For information circle **254**



Hand-held detector enhances use, reliability. **Federal Lab Systems L.P.** introduces the Model 6040-A Transfrisker II hand-held metal detector. Designed for personal weapons screening, the Transfrisker II detects magnetic and non-magnetic metal objects with a 9.5-inch encased search zone. The unit contains a 500 mw speaker for audio alarm, while a red LED light flashes for visual alarming. The detector is powered by a single nine volt battery.

For information circle **253**

Major Officer Service Adopts CPO Certification

Security Bureau, Pittsburgh, has always prided itself on its commitment to the future, and to the officers who work for it.

They reinforced that commitment at the September American Society for Industrial Security show in Orlando, Fla. There, the officer service announced its adoption of CPO certification standards, as established by the International Foundation for Protection Officers.

"To my knowledge, Security Bureau is the first to incorporate our CPO program into their officer career development program," says Ken Christian, IFPO director.

Security Bureau's officer program is in four levels," explains Bob Guthy, vice president, organization development. "The CPO program is offered as the final step of that course. The whole program takes about a year."

According to Security Bureau president Gordon Ellis, the year is time well-spent. "We felt very strongly that our officers should have some kind of continuing education program," Ellis says. "We really liked the content of the CPO program, and it's great for our officers. They immediately see this certification as something they can aspire to. It provides them with a real goal." ■

For More Information

Security Bureau	Circle 251
IFPO	Circle 252

Homework Uncovers Shady Surveillance Firms

More than ever, corporate security directors are involved in the assets drain caused by suspect workers' compensation and third party bodily injury claims against their corporations.

Estimates of insurance and health fraud in the U.S. alone run from $30 billion to more than $100 billion yearly. One of the biggest scams: Employees allege severely disabling injuries to collect workers' compensation premiums from their employers.

Bill Kizorek

"Even claimants have a reasonable expectation of privacy."

Screen Surveillance Providers

Security directors who have yet to use investigative agencies to ferret out suspect claims should observe the following cautions when working with video surveillance companies.

- Be sure the surveillants involved are not over-zealous and do not try to "rope" the claimant into strenuous physical activities. One example: Don't choose surveillants who are likely to puncture a claimant's auto tire.
- Determine if the agency has the proper equipment to do the job. Surveillance companies who specialize in this area spend about $30,000 to properly equip and train each agent.
- The surveillance company should, in most instances, use vans and not cars. This is to ensure that the agent goes unseen, especially in suburban neighborhoods.
- The agent's company should film activity as well as inactivity, and recognize that even claimants have a reasonable expectation of privacy (the surveillants should not climb trees to film areas protected by fences, for example).
- Control expenses. Establish an advance understanding about how much the services will cost overall, not just an hourly rate.
- After videotapes are taken of an allegedly disabled claimant, don't immediately turn this evidence over to the claimant. In many instances, a claimant or his attorney will re-tailor the injury to match the contents of the videotape if they see it in advance. — *Bill Kizorek*

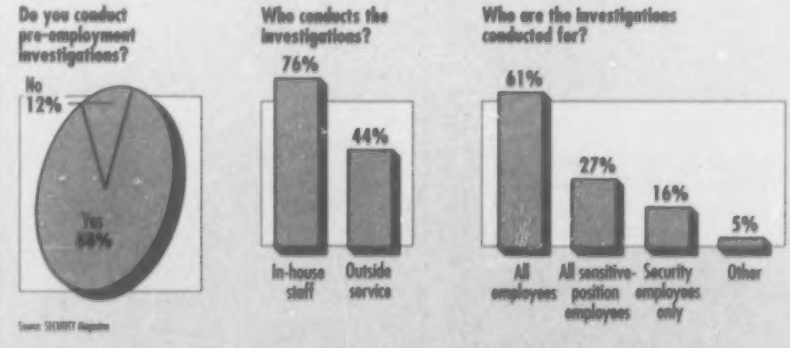
Bill Kizorek is the author of three books on investigations and is president of InPhoto Surveillance, a nationwide agency headquartered in Naperville, Ill. ■

For More Information
InPhoto Surveillance Circle 266

In Brief

Security Education Systems of Forestville, Calif., offers two new training and reference handbooks. The "Pro-active Approaches to Fraud Prevention Handbook" lists key internal fraud symptoms, suspect profiles and extensive audit and investigation guidelines. The handbooks are $25 a copy. Contact Security Education Systems, P.O. Box 875, Forestville, Calif. 95436, (707) 887-0410 ☐ **Embezzlement help is also available from Security Education Systems.** A new training and reference source, the "Embezzlement Prevention and Investigation Handbook," contains investigation and prevention techniques, suspect profiles, internal fraud symptoms and sample reports. Contact Security Education Systems at the address above. ☐ **Chris Grubbs,** an authority on electronic surveillance, has been named vice president of Electronic Surveillance Inc., Dallas. Grubbs has been instrumental in the acceptance of the house arrest program in Texas and several other states.

WRAP UP: BACKGROUND INVESTIGATIONS



Source: SECURITY Magazine

Nearly 93 percent of government agencies conduct pre-employment background investigations. Among these agencies, 85 percent screen applicants for every position.

ZALUD REPORT

Trends and directions for buyer planning.

Industrial Security's Leadership Dilemma

We've been talking about America's move to a global economy for so long that gradual shifts are almost indiscernible. Instead the large, rocky bumps grab our attention.

Today's bump — encouraged but not caused by a lingering recession — has everyone's attention.

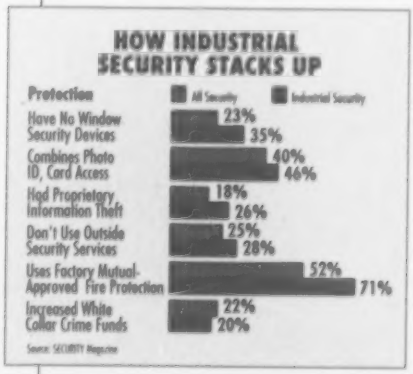
Hurting Business Confidence

It's conjured a lexicon of pin-striped buzzwords: downsizing, right-sizing, globalization, decentralization, core businesses, refocusing. It's also created a crossroads challenge for private security — especially those hard-working men and women who serve industrial companies.

No doubt: Many folks had seminal roles in the progression of private security. But industrial security — building on its plant protection roots — has played a leadership role.

And still can.

Intelligent use of technology; assertive involvement in business ethics; empowerment of employees relative to their security and safety. These are the signposts at today's crossroad. ■



Industrial security departments display differences from security elsewhere.

New ASIS Board President Views Economic Impact

Mary Rawle

How security directors and managers face corporate downsizing and increasing competitive stress are front-burner challenges, says the new President of the Board of the American Society for Industrial Security (ASIS). Mary Rawle, CPP, of Texas Instruments, Dallas, believes America's economic malaise, while hurting everyone, has been kinder to proprietary security.

In a recent telephone interview, Rawle commented, "As companies downsize, each sector is impacted, but I feel security has been affected less."

Economic Downturn

Rawle feels downsizing is related more to the economy. "We are doing an even better job than ever showing CEOs how we add to the bottomline."

Another challenge: Some firms may hold down costs by avoiding professional security management. "If it's happening, I'm not seeing it," reports Rawle. "Professionals are being called upon more, taking over even more tasks and responsibilities."

Proactive Future

Yet development of effective prevention programs "is never fast enough to suit security," says Rawle. Many security departments are "too busy putting out fires" to devote all their time to prevention, she observes. And some of the fires are decidedly hot these days.

"Like government, companies must protect their proprietary information," says Rawle. "At times, they must resort to legal actions to uphold (their property) claims. Such competitive advantages can mean the difference between staying and not staying in business."

The ASIS Board President believes that security professionals act ethically and legally, even in today's highly charged environment. ■

Taking Charge Of Change

Every so often, factors collide and create more change than usual. That's what's happening to security.

Security and life safety are **now experiencing a rapid period of adjustment.** There is similar **change in the type and diversity of commercial and corporate buyers** of products, systems and services.

Technology advances have increased in their impact and influence. Asset protection purchasing has **gone beyond the confinement of security management.** Systems and integration pressure **more teamwork planning and purchasing** while emphasizing increased design needs. ■

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